



January 6, 2026

## Executive Director's Message

Before we get onto an exciting item on payment terms, you can watch the recent “How to use your SIMSA membership” event recording [HERE!](#)

Given the clear degree of member concern, SIMSA has engaged BDO Canada to conduct a Payment Term Sensitivity Analysis, to determine the degree of impact resulting from increasing payment terms from buyers. The results of this engagement will support SIMSA's efforts to lobby industry and government for reduced payment terms. The initial tool is formal survey and report – with it, we will have accredited 3<sup>rd</sup> party facts to use.

All data submitted through the survey, which will begin this Thursday, will be used anonymously and will be solely held and managed by BDO Canada. SIMSA will not have access to member level data. The survey results will be reported by small, medium, and large businesses; and further broken out by a range of goods to services.

If randomly selected by BDO to participate as a survey respondent, look for an email from Hillary Landrigan of BDO - [hlandrigan@bdo.ca](mailto:hlandrigan@bdo.ca) – on January 8<sup>th</sup>, 2026.

On December 19, SIMSA hosted a roundtable with Diane Gray, President of Prairies Economic Development Canada to pursue new opportunities in the province's nuclear energy and defence manufacturing sectors. The roundtable brought together a dozen CEO's and business leaders who are creating jobs and economic opportunity in Saskatchewan in these critical, growing and strategically important industries.



The Government of Canada and the Government of Saskatchewan have identified the nuclear and defence industries as a critical focus for economic growth. With billions of dollars in government investment planned in these critical industries, SIMSA is ensuring policy makers and economic development leaders like Ms. Gray are learning first-hand how to support and sustain these efforts. The roundtable included key discussions about loan and financial programs and other regulatory and policy measures that could be adjusted to unlock Saskatchewan's economic potential.

To boil the conversation down to the "what to do" type of items . . . the "ask" from SIMSA – given or member comments – would be that we need:

- Work, not conversations – need to connect to real opportunities with decision makers and buyers very soon
- Assurances before making investments into nuclear and/or defence – they don't want things to go the way of EV batteries (announced then gone)
- A procurement officer in Saskatchewan
- Projects here – nuclear and defense – to exercise competencies
- To know
  - geography of defense spends – where will the money be spent
  - indigenous incentives
  - the actual/specific defence, major infrastructure, and nuclear needs
- More program auditors as it takes 12 months to get an audit done

Attending members also stated in general that:

- P&L statements are all "P" and no "L"
- Are making investments in capacities and capabilities, but not seeing returns yet
- Nuclear Tier 1s are using existing supply chain
- It is cheaper to manufacture elsewhere and may move shops
- Terms and Conditions of defence work are onerous – they want 8-year price guarantees
- Indigenous companies need returns to communities stemming from investments

SIMSA is planning to host other similar events focused on economic development in Saskatchewan, in the province and in Ottawa, in 2026 to maintain the momentum.

I stated that, “Canada is only going to meet its full potential in nuclear energy, defence manufacturing and many other sectors with Saskatchewan’s full participation. Our province is home to thriving, growing businesses who can contribute to a stronger, more prosperous Canadian economy. SIMSA is at the forefront of bringing government and business together to pursue greater opportunities in 2026 and beyond.”

SIMSA will be participating in “Saskatchewan Day” at PDAC on Tuesday, March 3. We are scheduled to speak at 3:00 pm.

A virtual information session on our Liability Insurance discount program (save 20%) and Protecture health benefits program (get industry leading coverage and for less cost) will be held at noon on January 23<sup>rd</sup>.

## Member's News

[Peter Lucas is Building Better Decisions Through Stakeholder Engagement](#)

[Air Excellence Acquires K&L Mechanical: A Strategic Step Forward in Skilled Trades, Mining Capability, and Project Delivery](#)

[Saskatchewan Research Council and REAlloys Sign Historic Rare Earth Partnership Agreements](#)

[BDC's outlook of the Canadian economy in 2026](#)

[PinAcle Calls on Ottawa to Reconsider Stainless Steel Import Surtaxes](#)

[Engcomp and Des Nedhe Constructors Announce Agreement](#)

# Advocacy

SIMSA began work with Crestview Strategies a year ago. They introduced us to several Federal persons, arranged multiple meetings, and for us to host the entire Saskatchewan Conservative Caucus for a tour, etc. They also assisted us in writing and submitting a “Pre Budget Submission” in which we asked for funding for SIMSA members, to help offset the costs of accreditations for defence and nuclear accreditations.

In the Federal budget these items were mentioned, and then in mid December, PrairiesCan announced funding for these exact items. And then on December 19, SIMSA hosted PrairiesCan President Diane Gray at a member’s facility to discuss the issues (see above).

During the week of December 8, SIMSA spoke with several key federal government persons. We discussed who SIMSA is, what our members do, what we like and don’t like etc. The calls were with:

- Marie-Christine Demers  
Senior Advisor – Policy, Office of the Minister of Energy and Natural Resources
- Galen Richardson  
Senior Advisor, Stakeholder Relations, Office of the President of the King’s Privy Council, Minister of Internal Trade, Canada – US, and One Canadian Economy
- Richard Duke  
Issues Manager and Regional Advisor, Office of the Minister of International Trade

And, on December 12, I was on a Canadian Chamber of Commerce hybrid call with (I am on some committees for them) Jason Jacques, Interim Parliamentary Budget Officer.

Jason Jacques was appointed interim Parliamentary Budget Officer on September 3, 2025. In this capacity, Mr. Jacques leads the Office of the Parliamentary Budget Officer, providing independent economic and financial analysis to the Senate and House of Commons to promote transparency and accountability in federal fiscal policy.

I asked and he then replied, that the amount of local spend in regards to defence will go up, otherwise the country will go bankrupt. We talked about \$150B per year in the future for the spend and that local content is being talked about a lot on the hill.

He mentioned the costs of compliance to regulations is going up and should be addressed. I told him SIMSA is likely to receive funding to help with the defence and nuclear build accreditations/compliance.

Then, on December 17, the Honourable Joël Lightbound, Minister of Government Transformation, Public Works and Procurement and Quebec Lieutenant, announced that the core elements of the Buy Canadian Policy are coming into force effective December 16, 2025.

**The Key Highlights of the Policy Are:**

- Represents a major shift in federal procurement, prioritizing Canadian suppliers and content (including manufacturing, R&D, and domestic economic activities) to strengthen industries, support workers, and build economic resilience.
- Applies immediately to strategic procurements valued at \$25 million+, expanding to \$5 million+ by spring 2026.
- Covers federal departments, agencies, grants/contributions, and will extend to Crown corporations where possible.
- Part of Budget 2025: Canada Strong, with nearly \$186 million in new funding for implementation across government, including a Small and Medium Business Procurement Program for SMEs.
- Extends to infrastructure, housing (e.g., Build Canada Homes), defence, and other funding streams, potentially directing significant federal spending toward Canadian products/services.
- Shifts from "best efforts" to an obligation to select Canadian suppliers by default, with Canadian content required if domestic options unavailable (sourced from trusted partners).

Specifically, for SIMSA this could mean:

- Increased access to federal contracts for Saskatchewan suppliers in industrial, mining, energy, infrastructure, and related projects.
- Stronger preference for local content, reinforcing SIMSA's long-standing message that buying from local suppliers delivers greater economic impact.
- New advocacy and education opportunities for SIMSA to help members understand and qualify under the new procurement rules.
- Better positioning of the Saskatchewan Supplier Database as a tool for federal buyers looking to quickly identify qualified Canadian (and specifically Saskatchewan) suppliers.

The full press release can be found here - <https://www.canada.ca/en/public-services-procurement/news/2025/12/government-of-canada-implements-buy-canadian-policy-to-strengthen-canadas-economy-and-support-homegrown-industries.html>

# Member Services

As we close out 2025, we are highlighting the SIMSA–NRCan Enabling SMRs Supply Chain Project—an initiative led by SIMSA and executed by March Consulting, the Saskatchewan First Nations Natural Resource Centre of Excellence (the Centre), and Westinghouse Electric Canada (WEC).

Member engagement across surveys, interviews, and follow-up discussions culminated in excellent participation at the October 23rd Work Group workshops. This has provided a firm foundation for Phase 1 of the study (a nuclear supply chain gap analysis). Phase 2 will feature three case studies highlighting high-potential nuclear opportunities.



Collaboration prior to the workshops demonstrated strong commitment to the project and established a baseline of knowledge. The sessions reinforced that Saskatchewan companies possess robust industrial capabilities and are both well-positioned and motivated to support the SMR supply chain. Existing strengths in industrial maintenance, safety systems, skilled trades, and supplier networks offer a strong basis for future engagement.

While there is significant interest in contributing local content, participants expressed concern regarding the timeline of opportunities and the investment justification. However, they emphasized their continued commitment to the project and to understanding the gaps that must be addressed to achieve SMR readiness in Saskatchewan.



## Next Steps – Early 2026

### 1. Working Group Session (January 2026)

We will reconvene all Working Groups to present:

- A synopsis of workshop, interview, and survey findings
- Key themes emerging across the four technical pillars.
- A preview of priority readiness areas being incorporated into the Phase 1 analysis.
- Working Group feedback on which focused discussion topics should be prioritized.



### 2. Focused Discussion Sessions (February–March 2026)

We will schedule optional, open-attendance technical discussion blocks to explore priority items that surfaced during the workshops—aligned with the four WG pillars. These targeted sessions will allow participants to:

- Validate gaps and opportunities.
- Clarify supplier readiness pathways.
- Identify potential collaborative actions or pilot initiatives.
- Provide input before Phase 1 recommendations are finalized.

Interested in participating? Reach out! [james.bulmer@simsa.ca](mailto:james.bulmer@simsa.ca)

## New Members

New members to SIMSA from the month of December were:

- [Contemporary Building Specialties Corp.](#)
- [Electratech Services Inc.](#)
- [Green Earth Road Spraying Inc.](#)
- [Amity Industrial Supply](#)
- [RAH Welding Limited](#)

# Upcoming Events

Register for Upcoming Events [HERE](#)

- **Dealing with Modern Supply Chain Organizations – January 20, 2026**  
Learn from MGH Consulting LLC's Mark Hood on Sales: Dealing with Modern Supply Chain Organizations
- **SIMSA's Protecture Health Benefits Plan and Liability Insurance Discount Program – January 23, 2026**  
At this virtual event, learn about SIMSA's Protecture Plan and Liability Insurance Discount Program.
- **Saskatchewan Mining Supply Chain Forum (MSCF) – April 15 & 16, 2026**  
Co-hosted by SIMSA, the Saskatchewan Mining Association and the Saskatchewan Ministry of Trade & Export Development, the 18th Annual Saskatchewan Mining Supply Chain Forum will take place on April 15 and 16, 2026 at Prairieland Park in Saskatoon. Tradeshow sold out!
- **SIMSA AGM – May 13, 2026**  
Save the date! Our 2026 AGM will be on Wednesday, May 13, 2026 at Prairieland Park in Saskatoon.
- **Saskatchewan Suppliers Energy Forum (SSEF) – September 29, 2026**  
Save the Date! The 12th Annual Saskatchewan Suppliers Energy Forum (SSEF) will be on Tuesday, September 29, 2026 at Delta Hotel in downtown Regina, SK. This event is co-hosted by SIMSA and the Saskatchewan Ministry of Trade & Export Development.

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